

815-4216

DDA  
FILE

REGISTER

45-1

DDA SUBJECT FILE COPY

ROUTING AND TRANSMITTAL SLIP		Date
		12 DEC 1985
TO: (Name, office symbol, room number, building, Agency/Post)		Initials Date
1. DIRECTOR OF TRAINING AND EDUCATION		
2.		
3.		
4.		
5.		
Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

## REMARKS

#1 - FOR ACTION

cc: D/OIT

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM: (Name, org. symbol, Agency/Post)		Room No.—Bldg.
EO/DDA 7D18 HQS		Phone No.
8041-		

OPTIONAL FORM 41 (Rev. 7-76)  
Prescribed by GSA  
FPMR (41 CFR) 101-11.206

\* U.S.G.P.O.: 1983-421-529/320

STAT

STAT

Digital Equipment Corporation  
8301 Professional Place  
Landover, Maryland 20785  
Washington 301.459.7900  
(Baltimore) 301.298.1500  
(Data Phone) 301.459.7900

DD/A Registry
85-4216

**digital**

December 9, 1985

CIA  
Deputy Director Administration  
Washington, DC 20505

Dear Mr. Fitzwater:

A colleague of mine, George Suller recently had the opportunity to meet you at the SASA conference. George spoke to me of your interest in Digital's interactive video system, IVIS. IVIS has been very successful within the Government as well as commercial marketplace.

Within your own organization IVIS is being used to teach Data Communications and Computer fundamentals at a training center in Virginia. At the same location our custom courseware development team is redesigning an existing training center course to run on IVIS. In addition, our courseware development team is participating in a design study of a course for OTE. Digital's recommendation, as well as those of other vendors will result in an RFP for the actual development of the course. Our award winning development team along with IVIS are sure to provide the Government with an excellent solution.

Within the interactive video industry IVIS is viewed as the premier interactive training workstation. In working with OTE it is our hope to provide the Government with a total training solution. A solution that includes hardware, courseware development and service. We are aware that the agency standard terminal is likely to be some form of IBM PC. OTE has stated that this RFP may require the training workstation be compatible to the agency standard terminal in terms of software and human interface. If this were to be the case, Digital would be forced not to bid. Thus eliminating IVIS from consideration. We encourage the agency not categorize IVIS as a personal computer but as a sophisticated, educational workstation.

Digital Equipment Corporation

I would like the opportunity to demonstrate IVIS and its full capability to you. If your schedule permits a brief presentation please let me know. I have enclosed some IVIS literature for your review. Thank you for your time and consideration.

Sincerely,

A handwritten signature in cursive script that reads "Paul A. Murray".

Paul A. Murray  
Account Manager

PAM/lcm  
Enclosure